



REPUBLIC OF KENYA
MINISTRY OF LANDS, PUBLIC WORKS, HOUSING AND URBAN DEVELOPMENT
State Department for Housing and Urban Development

ADDENDUM I
TENDER CLARIFICATIONS
PROPOSED MANUFACTURE, ASSEMBLY, DELIVERY, INSTALLATION &
MAINTENANCE OF PASSENGER LIFTS FOR THE AFFORDABLE HOUSING
PROGRAM UNDER FRAMEWORK AGREEMENT

TENDER NO. SDHUD/784/SPPM/001/2025-26

This is in reference to tenders' advertisement appearing in MyGov on 31st March, 2026 and a pre-bid conference held on 14th April, 2026.

S/NO	CLARIFICATIONS	RESPONSE
1.	For Passenger Lifts tender, you have requested for EPRA A1 License, whereas EPRA licenses Lifts and Escalators installers are under EPRA A2 License. With the EPRA A1 License as a mandatory requirement then all lifts installers in Kenya will be ineligible.	<p>While the current regulatory framework under the Energy and Petroleum Regulatory Authority prescribes a valid Class A1 license for lift installation, testing, and commissioning, the Procuring Entity will consider Class A-2 licenses, provided they are valid and in good standing.</p> <p>Accordingly, Mandatory Requirement 10 (MR10) shall be read as adjusted below: MR10 (Adjusted):</p> <p>Provide a locally based installer / Subcontractor who holds and maintains the following valid registrations and practicing licenses throughout the contract period:</p> <p>(a) National Construction Authority (NCA) certification, Class 2 or higher, specifically for Electrical Works, evidenced by a current NCA registration certificate and a current practicing license; and</p> <p>(b) Energy and Petroleum Regulatory Authority (EPRA) accreditation, Class A1 or Class A-2, evidenced by a current EPRA registration certificate and a current practicing license.</p>
2.	On Lifts Tender, Does the capped prices include VAT? and does the	The capped price is a comprehensive price, inclusive of VAT and Maintenance costs as per item 1.07 of

S/NO	CLARIFICATIONS	RESPONSE
	Capped prices include Maintenance?	<p>the BOQ:</p> <p>Allow for 10 year maintenance (Mandatory Requirement) of the lifts at site covering all required ancillary services, inclusive:</p> <ul style="list-style-type: none"> - Regular Inspections (e.g., quarterly) - Detailed Maintenance Plan - Preventive Maintenance - Emergency Repairs and Part Replacements - Compliance and Documentation - System Updates and Upgrades
3.	The Lift tender does not have a BoQ	<p>The BoQs are provided on page 153, Item 7.2: Bills of Quantities. Follow the available link and download: https://housingandurban.go.ke/wp-content/uploads/2026/03/AHP-Lift-Installations-BoQ.xls</p>
4.	<p>Kindly clarify the classification of lifts referenced in the tender. We note that our project falls under EPRA A2 and not A1 as stated in the tender documents.</p> <p>Could you please confirm and advise whether this will be revised accordingly?</p>	<p>While the current regulatory framework under the Energy and Petroleum Regulatory Authority prescribes a valid Class A1 license for lift installation, testing, and commissioning, the Procuring Entity will consider Class A-2 licenses, provided they are valid and in good standing.</p> <p>Accordingly, Mandatory Requirement 10 (MR10) shall be read as adjusted below: MR10 (Adjusted):</p> <p>Provide a locally based installer / Subcontractor who holds and maintains the following valid registrations and practicing licenses throughout the contract period:</p> <p>(a) National Construction Authority (NCA) certification, Class 2 or higher, specifically for Electrical Works, evidenced by a current NCA registration certificate and a current practicing license; and</p> <p>(b) Energy and Petroleum Regulatory Authority (EPRA) accreditation, Class A1 or Class A-2, evidenced by a current EPRA registration certificate and a current practicing license.</p>
5.	For Passenger Lifts, Mandatory Requirement MR10 require the local installers to have EPRA A1 whilst the EPRA Lifts class is A2.	<p>While the current regulatory framework under the Energy and Petroleum Regulatory Authority prescribes a valid Class A1 license for lift installation, testing, and commissioning, the</p>

S/NO	CLARIFICATIONS	RESPONSE
		<p>Procuring Entity will consider Class A-2 licenses, provided they are valid and in good standing.</p> <p>Accordingly, Mandatory Requirement 10 (MR10) shall be read as adjusted below: MR10 (Adjusted):</p> <p>Provide a locally based installer / Subcontractor who holds and maintains the following valid registrations and practicing licenses throughout the contract period:</p> <p>(a) National Construction Authority (NCA) certification, Class 2 or higher, specifically for Electrical Works, evidenced by a current NCA registration certificate and a current practicing license; and</p> <p>(b) Energy and Petroleum Regulatory Authority (EPRA) accreditation, Class A1 or Class A-2, evidenced by a current EPRA registration certificate and a current practicing license.</p>
6.	There is G+4, G+13 Bills of Quantities	There is no provision for lifts in G+4
7.	Can one Manufacturer support more than one Bidders	<p>This is a manufacturer-led bid, with local installers engaged strictly as subcontractors. A single manufacturer shall not support more than one bidder within the same category. Where a manufacturer is found to be participating in multiple bids under the same category, all such bids associated with that manufacturer will be disqualified and deemed non-responsive. Bidders are therefore required to ensure exclusivity of manufacturer representation within their respective submissions to maintain compliance with the tender requirements</p>
8.	800KG shaft depth of 1700, unable to arrange elevator car depth of 1650; The width of the shaft is 1900, and it is not possible to arrange a split glass door with a width of 900. It is recommended that the elevator car be 1350 * 1350mm and the door be 800mm	<p>The provided shaft size of 1900 mm (W) × 1700 mm (D) is intended to accommodate a standard 800 kg (10-passenger) lift, and bidders are required to optimize their design accordingly. The proposed car size of 1350 mm × 1350 mm is suboptimal and does not meet the intended capacity and usability requirements. Additionally, the minimum clear door opening of 900 mm is mandatory; Where a split glass door is not feasible, bidders may propose an alternative compliant door configuration (e.g., center opening or telescopic), provided the 900 mm</p>

S/NO	CLARIFICATIONS	RESPONSE
		clear opening is maintained. The lift contractor is responsible for delivering a fully compliant solution within the allocated shaft.
9.	<p>For the Lifts kindly clarify the below:</p> <p>Does the 10 year mandatory maintenance include spare parts guarantee</p>	<p>The 10-year mandatory maintenance shall be deemed comprehensive in accordance with the applicable BOQ item, and shall include full provision, replacement, and installation of all necessary spare parts and components required to maintain continuous and optimal operation of the lift systems throughout the contract period. Accordingly, the BOQ item 1.07 for <i>“Allow for 10-year maintenance (Mandatory Requirement)”</i> shall be interpreted to cover all ancillary services, including but not limited to:</p> <ul style="list-style-type: none"> • Regular inspections (e.g., quarterly) • Preparation and implementation of a detailed maintenance plan • Preventive maintenance services • Emergency repairs, including supply and replacement of defective parts • Statutory compliance, testing, and documentation • System updates, upgrades, and software support
10.	1250KG shaft depth 2260 car depth 1970 (including the size of the front car wall); The net depth of the elevator car is 1900mm	The lift configuration shall strictly comply with the specified dimensions and requirements.
11.	Can the Bidder offer alternative Landing doors that meet the 2 hours Fire Rating, since Toughened Glass cannot match this requirement?	All bidders shall provide 15mm clear toughened glass for landing doors in compliance with requirements.

S/NO	CLARIFICATIONS	RESPONSE
12.	<p>This is with regards to the Lifts</p> <ul style="list-style-type: none"> i. Once an assembly plant is setup, is there a possibility of export? ii. Is there a feasibility study already conducted for the local assembly plant before a commitment to Local manufacturing and the overall numbers expected yearly and in 5 years? iii. Do we have clear timelines for the call offs? iv. Do we have construction activities timelines for the diverse sites all over the country? v. Do the price caps benefit from any incentives? vi. Share the indicative geographical locations for the various projects for an accurate quotation of our logistics. vii. Share the indicative delivery schedules for the different number of units viii. Are there any tax incentives from the government with regards to the project 	<ul style="list-style-type: none"> i. Export is at the discretion of the bidder and is not restricted under this framework. ii. The Affordable Housing Programme (AHP) pipeline provides a strong and sustained demand base. Bidders are expected to establish local assembly/manufacturing capacity to meet this demand. iii. Call-offs will be issued progressively in line with project implementation schedules. iv. Projects are distributed across all 47 counties. Bidders are expected to plan logistics and execution accordingly. v. Bidders are encouraged visit to view government incentives offered for manufacturers: https://www.kra.go.ke/business/companies-partnerships/companies-partnerships-pin-taxes/companies-partnerships-incentives-exemptions, vi. Indicative locations for ongoing projects shall be provided to the successful bidders. Specific sites will be updated periodically. vii. Delivery schedules will be provided to successful bidders prior to issuance of call-offs. viii. Refer to Item 5 above.
13.	<p>Is it mandatory to have the Lift manufacturer participate in the Bid as a bidder or can the authorized agent participate on behalf of the Lift Manufacturer?</p>	<p>This is a manufacturer-led bid, with local installers engaged strictly as subcontractors. A single manufacturer shall not support more than one bidder within the same category. Where a manufacturer is found to be participating in multiple bids under the same category, all such bids associated with that manufacturer will be disqualified and deemed non-responsive. Bidders are therefore required to ensure exclusivity of manufacturer representation within their respective</p>

S/NO	CLARIFICATIONS	RESPONSE
		submissions to maintain compliance with the tender requirements
14.	Kindly share the link to access the Bills of Quantities for the tender	https://housingandurban.go.ke/wp-content/uploads/2026/03/AHP-Lift-Installations-BoQ.xls
15.	Requirement for contractor to provide temporary electricity. Is this mandatory?	Provision of temporary power shall be by the Main Contractor . Lift contractors are not required to include this in their pricing .
16.	15mm toughened glass vs 10.76mm proposed.	Bidders shall comply with minimum safety and fire requirements . Alternative thicknesses may be accepted subject to compliance certification and shall be evaluated during technical assessment
17.	Fire-rated glass doors not feasible.	Fire rating shall comply with statutory and fire authority requirements .
18.	Rubber buffers vs oil buffers.	Oil buffers are acceptable as an alternative , subject to compliance with standards and shall be evaluated during technical assessment .
19.	Motor starts: 250 vs 180 per hour.	The specified requirement remains; however, proposals with 180 starts/hour may be considered .
20.	Noise level: 48 dBA vs 55 dBA.	The requirement remains as specified as per item 2.6.13.12 of the specification
21.	Emergency stop switch in COP not feasible.	Bidders shall comply with applicable lift safety standards . Alternative compliant configurations are acceptable.
22.	Lighting level: 150 lux vs 100 lux.	Minimum requirement remains; however, EN 81-20 compliant solutions (100 lux) is accepted
23.	Door width discrepancy (900mm vs achievable 800mm).	The specified dimensions remain as per item 2.6.4 of the general requirements
24.	Headroom discrepancy (3900mm vs 4200–4500mm).	Bidders shall comply with the specifications showing the minimum headroom dimensions remain 3900mm . as per item 2.6.4 passenger lifts general requirements
25.	LED lighting vs fluorescent lighting.	LED lighting is acceptable and preferred , provided performance requirements are met.
26.	Handrails on three sides reduce car size.	Bidders may propose optimized handrail configurations subject to compliance and approval.
27.	Hall lantern requirements and cost implications.	Hall lanterns shall be provided as specified .
28.	Door size discrepancy (1200mm vs 900mm).	Bidders to stick to the specifications
29.	Cabin wall finishes.	Final finishes shall be selected by the Client/Architect at call-off stage .
30.	The successful bidder is required to pay for the trip for due	The bidder is not required to pay for the Due Diligence

S/NO	CLARIFICATIONS	RESPONSE
	<p>diligence. At what stage will this be: Is after award or before award? If before award, will the costs be reimbursed if the bidder is not eventually successful.</p>	
31.	<p>In case of JV partners, will all the JV partners be required to have same qualifications even if one JV partner is a financier</p>	<p>Joint Venture partners are not required to hold identical qualifications. However, the JV shall collectively demonstrate compliance with the tender requirements, and each partner shall provide documentation relevant to its role in the JV.</p> <p>The lead bidder shall be the manufacturer</p>
32.	<p>We note that the Tender Data Sheet currently limits Joint Venture (JV) membership to two entities: The Manufacturer and the Local Installer.</p> <p>In global practice, projects of this magnitude require manufacturers to collaborate closely with financial and investment partners. These partners typically require a formal, significant role within the JV to safeguard their capital and ensure project delivery. The current two-member limit effectively excludes these critical partners, thereby restricting a manufacturer's ability to secure necessary funding and participate in the tender.</p> <p>We respectfully request an amendment to allow more than two (2) JV members. This change will accommodate financial institutions and investment partners, ensuring greater financial robustness and the successful execution of the project.</p> <p>Kindly consider increasing the maximum number of Joint Venture partners allowed in the</p>	<p>The Bid shall allow for up to three (3) Joint Venture (JV) partners.</p> <p>However, bidders are advised that the local installer is not required to form part of the Joint Venture and may instead be engaged as a subcontractor to the lead manufacturer, provided all specified qualification and regulatory requirements are met.</p>

S/NO	CLARIFICATIONS	RESPONSE
	tender from Two to Three partners.	
33.	<p>Are the tenders specific for manufacturers or authorized resellers / distributors ?</p>	<p>This is a manufacturer-led bid, with local installers engaged as subcontractors. A single manufacturer shall not support more than one bidder within the same category. Where a manufacturer is found to be participating in multiple bids under the same category, all such bids associated with that manufacturer will be disqualified and deemed non-responsive. Bidders are therefore required to ensure exclusivity of manufacturer representation within their respective submissions to maintain compliance with the tender requirements</p>
34.	<p>Kindly requesting the procurement entity to consider the extension of tender submission deadline by another 14 day (2 weeks).</p> <p>Will there be an extension of time since the Pre-bid meeting has taken place two weeks after advertisement of the tender and only two weeks are remaining to the deadline of tender submission? This remaining time is not sufficient to prepare responsive bids.</p> <p>Given that several clarification questions remain unanswered; can we expect an extension of the submission deadline? Please clarify the revised timeline</p> <p>We request for 4 weeks' extension</p> <p>We request for 21 days' extension</p> <p>The Borehole Tenders have a Tender deadline submission date of 28th April and Tender opening</p>	<p>The tender closing date has been extended for 30th April, 2026 at 9.00 a.m. to 14th May, 2026 at 9.00 a.m.</p>

S/NO	CLARIFICATIONS	RESPONSE
	date of 30th April 2026. Is this a discrepancy?	
35.	<p>The submission is Physical copies</p> <p>Can We also submit online, or only physical copies are approved</p>	<p>Bidders are required to submit their tenders in the physical format specified in the tender documents. Kindly note that the BOQs forms part of the tender documents and should be duly completed and submitted in the prescribed manner.</p> <p>Refer to the tender document ITT 25.1 Page 32 of the tender document</p>
36.	<p>We seek clarification regarding the Technical Evaluation Criteria which requires bidders to provide a "List of Clients in the last 5 years," "Reference contact details," and copies of "LPOs, Contracts, and Completion Certificates" for each project.</p> <p>All major manufacturers operate under strict compliance with the Global Data Protection LAws and the Kenya Data Protection Act (DPA) 2019. Their agreements with private sector clients include non-disclosure clauses and data privacy policies that prohibit the sharing of third-party personal data (such as contract values, direct contact person names and phone numbers) or sensitive commercial contract details without explicit prior consent from said clients.</p> <p>In light of this, we request clarification on the following:</p> <p>1. How does the State Department intend to deal with bidders who strictly adhere to the data protection laws and internal company policies does not allow them to disclose client details?</p>	<p>All information submitted shall be handled in accordance with the applicable laws and government procedures, including the Data Protection Act, 2019, for purposes strictly related to tender evaluation and contract award.</p> <p>Compliance with data privacy obligations will be taken into account; however, bidders must still provide adequate evidence to demonstrate compliance with the evaluation requirements. Failure to provide sufficient evidence may lead to non-responsiveness.</p>

S/NO	CLARIFICATIONS	RESPONSE
	<p>2. How does the State Department intend to guarantee the protection of this third-party data once submitted, in line with its obligations as a "Data Controller" under the DPA?</p> <p>Strict adherence to data privacy is a mandatory legal requirement for many organizations. We wish to ensure that our commitment to the DP Laws does not lead to our bid being declared non-responsive or failing the technical evaluation for "missing information."</p>	
37.	<p>Under specific and ongoing experience – technical evaluation criteria</p> <p>The tender requirement states for provision of ongoing orders supplied in the last 3 years. We find this requirement contradictory as 3 years is a long time to have an ongoing project and also is similar to the completed orders of sets supplied in the last 3 years. Please clarify on this requirement and provide more details on the same.</p>	<p>Bidders are required to submit evidence of ongoing or recently active projects/orders,</p> <p>Item 7 is changed to read as follows: Ongoing Orders</p> <p>NB: Attach either LPO, Delivery Notes, Letter of Award, Orders, Contract and / or Recommendation from the Client for EACH project / order.</p> <p>Bidders are required to submit evidence of ongoing or recently active projects/orders, regardless of start date, to demonstrate current capacity. This requirement is not intended to duplicate completed experience but to complement it by confirming that the bidder is presently executing similar works.</p>
38.	<p>How will you guarantee payments to the manufacturers? Will the State Department for Housing & Urban Development be issuing Letter of Credits (LCs) to the winning bidders?</p>	<p>Payment shall be made in accordance with the contract terms and conditions set out in the tender documents and the eventual contract. Any specific payment security instruments, including Letters of Credit, shall apply only where expressly provided for in the contract documents.</p>
39.	<p>Request to SDHUD on the tender documents: Kindly consider increasing the number of JV partners to at least three (3) members</p>	<p>The Bid shall allow for up to three (3) Joint Venture (JV) partners. However, bidders are advised that the local installer is not required to form part of the Joint Venture and may instead be engaged as a subcontractor to the</p>

S/NO	CLARIFICATIONS	RESPONSE
		lead manufacturer, provided all specified qualification and regulatory requirements are met.
40.	For experiences, does it mean if we provide less contracts but the margin is more than 20million okay? What happens if you dont have the five experiences,(contracts) but the few we have are way much more than the 20,000,000 value required	Bidders must comply with the specific experience requirements as stated in the tender documents.
41.	Does the ministry give any written contract documents to bidders?	The Procuring Entity shall issue a written contract to the successful bidders as provided for in the tender document.
42.	<p>Also considering we had bought tender security documents from the banks previously for these tenders and these tenders have since been cancelled and retendered, could we get an addendum or letter stating that these are re-advertisements? This will enable suppliers/tenderers to use the same bank tender security issued on Egg portal</p> <p>I refer to the tender initially advertised under the e-Government Procurement (eGP) system, which has since been revised to a manual submission process with a different tender number.</p> <p>I wish to kindly request the issuance of an official addendum to formally communicate the changes in the tender number, bid security amount as well as tender number This addendum will enable us to present the same to our bankers for the processing and issuance of new</p>	<p>This is a different tender from the previous ones advertised in the e-GP system. Bidders were informed that the tenders will be re-advertised.</p> <p>See link</p> <p>https://housingandurban.go.ke/wp-content/uploads/2026/02/CANCELLED-INTERNATIONAL-COMPETITIVE-BIDDING-33x3-1.pdf</p>

S/NO	CLARIFICATIONS	RESPONSE
	<p>bid securities aligned with the revised tender details.</p> <p>As we had already initiated the preparation of bid securities based on the earlier advertisement</p>	
43.	<p>Under Experience in the Technical Evaluation bidders are expected to attach Notarized Evidence of Completed Orders, Deliveries, Recommendation Letters & Company Portfolio.</p> <p>Would it be acceptable if we provide audited evidence instead of notarized documents? The audit company is the one who audited the financial reports.</p>	<p>The requirement for notarized evidence of Completed Orders, Deliveries, Recommendation Letters & Company Portfolio has been expunged .</p>

All the other conditions remain the same.

Head Supply Chain Management Services

For: The Principal Secretary

Ministry of Lands, Public Works, Housing and Urban Development

State Department for Housing and Urban Development.

P.O. Box 30119 -00100 NAIROBI, KENYA

Dated 23rd April, 2026